



DEPARTMENT OF BUSINESS AND ECONOMIC DEVELOPMENT  
StateStat

Reporting Period:  
August 2012



Christian Johansson  
Secretary

Appointed January 2009

Management Team

Deputy Secretary: Dominick Murray

Chief Operating Officer: Bob Walker

Administration:

Business and Enterprise Development: Ursula Powidzki

Tourism, Film, and the Arts: Hannah Byron

Marketing and Communications: Linda Yurche

Business Development: Jayson Knott

International Investment and Trade: Signe Pringle

Finance: Greg Cole

Strategic Industries and Innovation: Michelle D. Jackson

Policy and Government Affairs: Rhonda Ray

Military and Federal Affairs: Mike Hayes

Administration and Technology: David Ryer

Maryland Biotechnology Center: Judy Britz

MBE CONTRACT ACTIVITY

Goal Achieved: 12.25% # Waivers requested: 0 # Waivers granted: 0 Goal Achieved: 50.22% # Waivers requested: 0 # Waivers granted: 0

PROCUREMENT/CONTRACT AWARDS	CURRENTLY AVAILABLE PERIOD: 2012						YEAR-TO-DATE					
	Agency Total	Ethnic	Women	Disabled / Non-Profit / Sheltered Workshop	Total MBE/WBE	%	Agency Total	Ethnic	Women	Disabled / Non-Profit / Sheltered Workshop	Total MBE/WBE	%
Payment Totals	\$512,674.44	\$0.00 0.00%	\$54,549.64 10.64%	\$1,069.31 0.21%	\$55,618.95	10.85%	\$2,054,314.36	\$431,537.70 21.01%	\$85,616.03 4.17%	\$1,069.31 0.05%	\$518,223.04	25.23%
Awards Totals	\$159,183.22	\$0.00 0.00%	\$19,500.00 12.25%	\$0.00 0.00%	\$19,500.00	12.25%	\$814,965.52	\$372,811.00 45.75%	\$36,500.00 4.48%	\$0.00 0.00%	\$409,311.00	50.22%
Architectural and Engineering	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	
Construction	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	
Construction Related	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	
Maintenance	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	
Services	\$131,447.00	\$0.00	\$19,500.00	\$0.00	\$19,500.00	14.83%	\$733,535.00	\$372,523.00	\$36,500.00	\$0.00	\$409,023.00	55.76%
Supplies and Equipment	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		\$13,371.00	\$0.00	\$0.00	\$0.00	\$0.00	0.00%
IT Services	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	
IT Supplies and Equipment	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	
Human, Cultural, Social & Educational	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	
Corporate Credit Card	\$23,275.00	\$0.00	\$0.00	\$0.00	\$0.00	0.00%	\$52,096.00	\$288.00	\$0.00	\$0.00	\$288.00	0.55%
Direct Vouchers	\$4,461.22	\$0.00	\$0.00	\$0.00	\$0.00	0.00%	\$15,963.52	\$0.00	\$0.00	\$0.00	\$0.00	0.00%

SBR INDICATORS	CURRENTLY AVAILABLE PERIOD: 2012					YEAR-TO-DATE			
	Agency Total	Total SBR	# Designated Procurements	%		Agency Total	Total SBR	# Designated Procurements	%
Payment Totals	\$197,322.00	\$62,930.00	1	31.89%		\$723,087	\$91,629	1	12.67%



**DBED DASHBOARD**  
*FY 2013 - Through August, 2012*

<b>FY 2013 Jobs Impact Goal</b>	<b>10,500</b>
<b>-Total to Date*</b>	<b>434</b>
<b>-Percentage to Goal</b>	<b>4.13%</b>

<b>Facility Location Decisions</b>		<b>Issues Successfully Resolved with Jobs Impact</b>		<b>Issues Successfully Resolved - ALL</b>	
Total No. of Projects	3	Total No. of Projects	6	Total No. of Issues	23
-Projects by Region		-Projects by Region		-Issues by Type	
Eastern	0	Eastern	0	Environmental	0
Western	0	Western	0	Financing	10
Southern	0	Southern	0	Legislative	0
Corridor	3	Corridor	6	Marketing Assistance	7
Total No. of Jobs	224	Total No. of Jobs	210	Permits	3
New	224	New	181	Technical	0
Retained	0	Retained	29	Workforce	0
				Other	2

**Finance Programs - Approved Deals Total**

Program	# of Transactions	Dollar Value	Jobs Total**
MEDAAF	3	290,000	0
Sunny Day	0	0	0
MEAF	0	0	0
CDBG	0	0	0
MIDFA	2	300,000	16
MD Venture Capital	2	650,000	58
MSBDFA EPIP	0	0	0
MSBDFA Contract Finance	0	0	0
MSBDFA Guarantee	0	0	0
Military Reservist Loan Fund	0	0	0

\*This number represents a combination of Facility Location Decisions and Issues Successfully Resolved with Jobs Impact.

\*\*Do not add these jobs totals to the Facility Location Decisions or Issues Successfully Resolved jobs because they are already included in those numbers.



DEPARTMENT OF BUSINESS AND ECONOMIC DEVELOPMENT  
PERSONNEL DATA

Reporting Period: August, 2012

	MONTHLY REPORTING PERIODS				% Change	FISCAL YEAR 2013 SUMMARY				
	May-12	Jun-12	Jul-12	Aug-12	From Last Mo	Average	Minimum	Maximum	Total	Periods
<b>NUMBER OF EMPLOYEES PER DIVISION</b>										
Office of the Secretary	73	69	71	70	-1%	71	70	71	141	2
Business and Enterprise Development	65	68	67	66	-1%	67	66	67	133	2
Marketing and Communications	31	29	30	30	0%	30	30	30	60	2
Tourism and Culture	42	40	40	40	0%	40	40	40	80	2
<b>OVERTIME (HOURS)</b>										
Office of the Secretary	0	0	0	0	N/A	0	0	0	0	2
Business and Enterprise Development	0	0	0	0	N/A	0	0	0	0	2
Marketing and Communications	0	0	0	0	N/A	0	0	0	0	2
Tourism and Culture	0	0	0	0	N/A	0	0	0	0	2
<b>SICK LEAVE (HOURS)</b>										
Office of the Secretary	234	239	335	260	-22%	298	260	335	595	2
Business and Enterprise Development	164	98	75	78	4%	77	75	78	153	2
Marketing and Communications	326	227	257	209	-19%	233	209	257	466	2
Tourism and Culture	186	166	232	191	-18%	212	191	232	423	2
<b>ACCIDENT LEAVE (HOURS)</b>										
Office of the Secretary	0	0	0	0	N/A	0	0	0	0	2
Business and Enterprise Development	0	0	0	0	N/A	0	0	0	0	2
Marketing and Communications	0	0	0	0	N/A	0	0	0	0	2
Tourism and Culture	0	0	0	0	N/A	0	0	0	0	2
<b>UNSCHEDULED LEAVE (HOURS)</b>										
Office of the Secretary	1	0	8	11	43%	10	8	11	19	2
Business and Enterprise Development	0	0	0	0	N/A	0	0	0	0	2
Marketing and Communications	4	11	18	7	-63%	12	7	18	24	2
Tourism and Culture	40	62	10	24	153%	17	10	24	34	2
<b>FROI TO IWIF</b>										
Office of the Secretary	0	0	0	0	N/A	0	0	0	0	2
Business and Enterprise Development	0	0	0	0	N/A	0	0	0	0	2
Marketing and Communications	0	0	0	0	N/A	0	0	0	0	2
Tourism and Culture	0	1	0	0	N/A	0	0	0	0	2
<b>FROI LAG &gt; 3 DAYS</b>										
Office of the Secretary	0	0	0	0	N/A	0	0	0	0	2
Business and Enterprise Development	0	0	0	0	N/A	0	0	0	0	2
Marketing and Communications	0	0	0	0	N/A	0	0	0	0	2
Tourism and Culture	0	0	0	0	N/A	0	0	0	0	2



DEPARTMENT OF BUSINESS AND ECONOMIC DEVELOPMENT  
FACILITY LOCATION PROJECTS

Reporting Period: August, 2012

	MONTHLY REPORTING PERIODS				% Change	FISCAL YEAR 2013 SUMMARY				
	May-12	Jun-12	Jul-12	Aug-12	From Last Mo	Average	Minimum	Maximum	Total	Periods
ALL PIPELINE PROJECTS										
Total Pipeline Projects	143	157	169	180	7%	175	169	180	N/A	2
SHORT LIST PROJECTS*										
PROJECTS, JOBS AND CAPEX										
Number of Projects*	37	6	12	22	83%	17	12	22	N/A	2
Potential New Jobs	5,511	1,997	2,662	3,340	25%	3,001	2,662	3,340	N/A	2
At Risk Jobs	1,653	0	604	1,968	226%	1,286	604	1,968	N/A	2
Projected Capex	337,825,000	78,000,000	204,300,000	415,115,000	103%	309,707,500	204,300,000	415,115,000	N/A	2
PROJECTS BY INDUSTRY										
#Sustainable/Green	2	0	0	0	N/A	0	0	0	N/A	2
#IT and Intelligence	12	2	4	6	50%	5	4	6	N/A	2
#Science	4	3	2	2	0%	2	2	2	N/A	2
#Traditional/Other	19	1	5	14	180%	10	5	14	N/A	2
PROJECTS BY TARGET LOCATION										
Eastern	2	0	1	1	0%	1	1	1	N/A	2
Western	0	0	0	0	N/A	0	0	0	N/A	2
Southern	0	0	0	0	N/A	0	0	0	N/A	2
Corridor	19	5	9	19	111%	14	9	19	N/A	2
DECISIONS- FACILITY LOCATIONS AND EXPANSIONS										
DECISIONS, JOBS AND CAPEX										
Number of Projects	4	11	0	3	N/A	2	0	3	3	2
Potential New Jobs	140	1,124	0	224	N/A	112	0	224	224	2
Retained Jobs	114	970	0	0	N/A	0	0	0	0	2
Projected Capex	1,500,000	45,000,000	0	100,000	N/A	50,000	0	100,000	100,000	2
DECISIONS BY INDUSTRY										
#Sustainable/Green	0	0	0	1	N/A	1	0	1	1	2
#IT and Intelligence	1	5	0	1	N/A	1	0	1	1	2
#Science	0	1	0	0	N/A	0	0	0	0	2
#Traditional/Other	3	5	0	1	N/A	1	0	1	1	2
DECISIONS BY LOCATION										
Eastern	0	1	0	0	N/A	0	0	0	0	2
Western	0	0	0	0	N/A	0	0	0	0	2
Southern	0	0	0	0	N/A	0	0	0	0	2
Corridor	4	10	0	3	N/A	2	0	3	3	2

\*The decrease to the number of Short List Projects in June 2012 was due to the migration of data from Siebel to Salesforce. In addition, the Short List is no longer a Sales Stage, but rather is defined by rule. A facility location opportunity is included on the Short List when the stage is either Offer Solutions or Negotiation/Review and is within 60 days of closing.



DEPARTMENT OF BUSINESS AND ECONOMIC DEVELOPMENT  
ISSUE RESOLUTION

Reporting Period: August, 2012

	MONTHLY REPORTING PERIODS				% Change	FISCAL YEAR 2013 SUMMARY				
	May-12	Jun-12	Jul-12	Aug-12	From Last Mo	Average	Minimum	Maximum	Total	Periods
ISSUES PIPELINE										
Number of Pipeline Issues	277	102	125	201	61%	163	125	201	N/A	2
AGENCY PARTNERSHIP ISSUES PIPELINE										
DHCD- Housing	0	0	0	0	N/A	0	0	0	N/A	2
DHMH- Health	0	0	0	0	N/A	0	0	0	N/A	2
DLLR- Licensing	0	0	0	0	N/A	0	0	0	N/A	2
DNR- Natural Resources	0	0	0	1	N/A	1	0	1	N/A	2
GOMA- Minority Affairs	0	0	0	0	N/A	0	0	0	N/A	2
MDE- Environment	2	0	0	0	N/A	0	0	0	N/A	2
MDOT- Transportation	0	0	0	0	N/A	0	0	0	N/A	2
MGA- General Assembly	0	0	0	0	N/A	0	0	0	N/A	2
MTES/MTECH- Technology Service	3	0	0	0	N/A	0	0	0	N/A	2
SBDC- Small Business	1	0	0	0	N/A	0	0	0	N/A	2
TEDCO- Tech. Dev. Corp.	2	0	0	0	N/A	0	0	0	N/A	2
WIB- Workforce	3	0	0	0	N/A	0	0	0	N/A	2
ISSUES PIPELINE BY TYPE OF ISSUE										
Environmental	1	0	2	12	500%	7	2	12	N/A	2
Financing	182	41	50	112	124%	81	50	112	N/A	2
Legislative	0	1	2	2	0%	2	2	2	N/A	2
Marketing Assistance	19	13	15	18	20%	17	15	18	N/A	2
Permits	18	16	16	15	-6%	16	15	16	N/A	2
Research Assistance*	N/A	N/A	1	2	100%	2	1	2	N/A	2
Technical	7	6	10	11	10%	11	10	11	N/A	2
Workforce	17	2	2	7	250%	5	2	7	N/A	2
Other	33	23	27	32	19%	30	27	32	N/A	2
COMPLETED ISSUES- UNSUCCESSFUL OR UNDETERMINED OUTCOME										
AGENCY PARTNERSHIP COMPLETED ISSUES										
DHCD- Housing	0	1	0	0	N/A	0	0	0	0	2
DHMH- Health	0	0	0	0	N/A	0	0	0	0	2
DLLR- Licensing	0	0	0	0	N/A	0	0	0	0	2
DNR- Natural Resources	0	0	0	0	N/A	0	0	0	0	2
GOMA- Minority Affairs	0	0	0	0	N/A	0	0	0	0	2
MDE- Environment	0	0	0	0	N/A	0	0	0	0	2
MDOT- Transportation	0	0	0	0	N/A	0	0	0	0	2
MGA- General Assembly	0	0	0	0	N/A	0	0	0	0	2
MTES/MTECH- Technology Service	0	1	0	0	N/A	0	0	0	0	2
SBDC- Small Business	1	1	0	0	N/A	0	0	0	0	2
TEDCO- Tech. Dev. Corp.	0	1	0	0	N/A	0	0	0	0	2
WIB- Workforce	0	0	0	0	N/A	0	0	0	0	2

\*New "Issue Type" starting with the July 1, 2012 launch of Salesforce.



DEPARTMENT OF BUSINESS AND ECONOMIC DEVELOPMENT  
ISSUE RESOLUTION

Reporting Period: August, 2012

	MONTHLY REPORTING PERIODS				% Change	FISCAL YEAR 2013 SUMMARY				
	May-12	Jun-12	Jul-12	Aug-12	From Last Mo	Average	Minimum	Maximum	Total	Periods
COMPLETED ISSUES- SUCCESSFULLY RESOLVED*										
ECONOMIC IMPACT OF SUCCESSFULLY RESOLVED ISSUES										
#Issues-Total	63	53	11	12	9%	12	11	12	23	2
New Jobs	123	25	181	0	-100%	91	0	181	181	2
Retained Jobs	51	297	29	0	-100%	15	0	29	29	2
Capex	0	0	38,100,000	0	-100%	19,050,000	0	38,100,000	38,100,000	2
AGENCY PARTNERSHIP COMPLETED ISSUES										
DHCD- Housing	4	1	0	0	N/A	0	0	0	0	2
DHMH- Health	0	0	0	0	N/A	0	0	0	0	2
DLLR- Licensing	1	0	0	0	N/A	0	0	0	0	2
DNR- Natural Resources	0	0	0	0	N/A	0	0	0	0	2
GOMA- Minority Affairs	0	0	0	0	N/A	0	0	0	0	2
MDE- Environment	1	0	0	0	N/A	0	0	0	0	2
MDOT- Transportation	2	0	0	0	N/A	0	0	0	0	2
MGA- General Assembly	0	0	0	0	N/A	0	0	0	0	2
MTES/MTECH- Technology Service	0	0	0	0	N/A	0	0	0	0	2
SBDC- Small Business	8	5	0	0	N/A	0	0	0	0	2
TEDCO- Tech. Dev. Corp.	0	2	0	0	N/A	0	0	0	0	2
WIB- Workforce	1	0	0	0	N/A	0	0	0	0	2
COMPLETED ISSUES BY TYPE OF ISSUE										
Environmental	0	2	0	0	N/A	0	0	0	0	2
Financing	15	18	9	1	-89%	5	1	9	10	2
Legislative	1	0	0	0	N/A	0	0	0	0	2
Marketing Assistance	14	4	1	6	500%	4	1	6	7	2
Permits	8	2	0	3	N/A	2	0	3	3	2
Research Assistance*	N/A	N/A	0	1	N/A	1	0	1	1	2
Technical	1	6	0	0	N/A	0	0	0	0	2
Workforce	2	2	0	0	N/A	0	0	0	0	2
Other	22	19	1	1	0%	1	1	1	2	2
GRANTS PROGRAMS										
PWQ										
#grants	0	0	2	0	-100%	1	0	2	2	2
Value	0	0	33,539	0	-100%	16,770	0	33,539	33,539	2

\*New "Issue Type" starting with the July 1, 2012 launch of Salesforce.



Successfully Resolved Issues with Jobs Impacts								
PRIMARY REP	COMPLETION DATE	ACCOUNT	COUNTY	INDUSTRY	EXISTING JOBS	AT RISK JOBS	NEW JOBS	CAPEX
Harry Carroll	7/26/2012	Bizerba Label Solutions, Inc.	Harford	Traditional/Other	68		8	
Harry Carroll	7/26/2012	Brooklyn Park Gas Inc	Anne Arundel	Traditional/Other	14		5	
Harry Carroll	7/26/2012	M Luis Construction Co Inc	Baltimore City	Traditional/Other	230		56	
Harry Carroll	7/26/2012	Nash-Finch Company	Baltimore County	Traditional/Other	36	0	100	\$37,000,000
Darla Garrett	7/5/2012	National Electronics Warranty, LLC	Howard	IT and Intelligence	29	29	0	\$50,000
Patricia Stanley	7/27/2012	Zero Chroma LLC	Carroll	Traditional/Other	2		12	\$1,000,000

FY 2013 Job Creation and Retention List - July 1, 2012 through August 31, 2012										
COMPANY NAME	COMPANY COUNTY	SUCCESS DATE	INDUSTRY SECTOR	JOBS - CREATED/NEW	JOBS - RETAINED	CAPEX	ASSISTANCE TYPE	LEAD REP.	LEAD OFFICE	INCENTIVE APPROVED TO DATE
Bizerba Label Solutions, Inc.	Harford	7/26/2012	Traditional/Other	8			Issue To Resolve	Harry Carroll	Finance Programs	No
Brooklyn Park Gas Inc	Anne Arundel	7/26/2012	Traditional/Other	5			Issue To Resolve	Harry Carroll	Finance Programs	No
M Luis Construction Co Inc	Baltimore City	7/26/2012	Traditional/Other	56			Issue To Resolve	Harry Carroll	Finance Programs	No
Nash-Finch Company	Baltimore County	7/26/2012	Traditional/Other	100	0	\$37,000,000	Issue To Resolve	Harry Carroll	Finance Programs	No
National Electronics Warranty, LLC	Howard	7/5/2012	IT and Intelligence	0	29	\$50,000	Issue To Resolve	Darla Garrett	Finance Programs	Yes
Zero Chroma LLC	Carroll	7/27/2012	Traditional/Other	12		\$1,000,000	Issue To Resolve	Patricia Stanley	Finance Programs	Yes
Filix LLC	Howard	8/16/2012	Traditional/Other	8	0	\$100,000	Facility Location	Carey Esslinger	International Investment And Trade	No
Maritime Solutions, Inc.	Anne Arundel	8/24/2012	Sustainable/Green	1	0		Facility Location	David Karol	Business Development	No
Vocus, Inc.	Prince George's	8/28/2012	IT and Intelligence	215			Facility Location	Tammy Edwards	Business Development	Yes
			TOTAL	405	29					
			GRAND TOTAL		434					





DEPARTMENT OF BUSINESS AND ECONOMIC DEVELOPMENT  
OFFICE OF INTERNATIONAL INVESTMENT AND TRADE

Reporting Period: August, 2012

	MONTHLY REPORTING PERIODS				% Change From Last Mo	FISCAL YEAR 2013 SUMMARY					GOALS	
	May-12	Jun-12	Jul-12	Aug-12		Average	Minimum	Maximum	Total	Periods	FY 13 GOAL	% TO GOAL
PROGRESS TOWARD GOALS												
FDI Engagements	85	25	23	91	296%	57	23	91	114	2	400	29%
FDI Prospect Visits	18	8	0	1	N/A	1	0	1	1	2	40	3%
Trade Shows and Marketing Events	2	7	2	0	-100%	1	0	2	2	2	35	6%
ExportMD Grants Approved (Quarterly)	0	0	0	0	N/A	0	0	0	0	2	20	0%
Export Actions and Foreign Office Work Orders	3	9	1	2	100%	2	1	2	3	2	100	3%



DEPARTMENT OF BUSINESS AND ECONOMIC DEVELOPMENT  
OFFICE OF INTERNATIONAL INVESTMENT AND TRADE

Reporting Period: August, 2012

	MONTHLY REPORTING PERIODS				% Change	FISCAL YEAR 2013 SUMMARY					GOALS	
	May-12	Jun-12	Jul-12	Aug-12	From Last Mo	Average	Minimum	Maximum	Total	Periods	FY 13 GOAL	% TO GOAL
MAJOR TRADE SHOWS, MARKETING EVENTS AND FOREIGN OFFICE LEADS												
Trade Shows and Marketing Events	2	7	2	0	-100%	1	0	2	2	2	N/A	N/A
New Leads from Trade Shows and Mktg Evts*	0	0	0	0	N/A	0	0	0	0	2	N/A	N/A
New Leads from Foreign Offices*	0	0	0	0	N/A	0	0	0	0	2	N/A	N/A
NEW LEADS BY INDIVIDUAL FOREIGN OFFICE												
-Budgeted Offices												
China	0	0	0	0	N/A	0	0	0	0	2	N/A	N/A
France	0	0	0	0	N/A	0	0	0	0	2	N/A	N/A
Israel	0	0	0	0	N/A	0	0	0	0	2	N/A	N/A
-Contingency Offices												
Colombia (South America)	0	0	0	0	N/A	0	0	0	0	2	N/A	N/A
India	0	0	0	0	N/A	0	0	0	0	2	N/A	N/A
Montenegro	0	0	0	0	N/A	0	0	0	0	2	N/A	N/A
Nigeria**	N/A	N/A	0	0	N/A	0	0	0	0	2	N/A	N/A
Russia	0	0	0	0	N/A	0	0	0	0	2	N/A	N/A
South Korea	0	0	0	0	N/A	0	0	0	0	2	N/A	N/A
Taiwan	0	0	0	0	N/A	0	0	0	0	2	N/A	N/A
Vietnam	0	0	0	0	N/A	0	0	0	0	2	N/A	N/A
FDI ENGAGEMENTS BY BUDGETED FOREIGN OFFICES^												
China	0	0	0	44	N/A	22	0	44	44	2	N/A	N/A
France	0	0	23	0	-100%	12	0	23	23	2	N/A	N/A
Israel	0	0	0	0	N/A	0	0	0	0	2	N/A	N/A
EXPORT ASSISTANCE COMPLETED												
ExportMD Grants Approved (Quarterly)	0	0	0	0	N/A	0	0	0	0	2	N/A	N/A
Export Actions	1	4	0	1	N/A	1	0	1	1	2	N/A	N/A
FOREIGN OFFICE WORK ORDERS COMPLETED - BY OFFICE												
Total	2	5	1	1	0%	1	1	1	2	2	N/A	N/A
-Budgeted Offices												
China	0	2	0	0	N/A	0	0	0	0	2	N/A	N/A
France	1	2	1	1	0%	1	1	1	2	2	N/A	N/A
Israel	0	0	0	0	N/A	0	0	0	0	2	N/A	N/A
-Contingency Offices												
Colombia (South America)	0	0	0	0	N/A	0	0	0	0	2	N/A	N/A
India	0	1	0	0	N/A	0	0	0	0	2	N/A	N/A
Montenegro	0	0	0	0	N/A	0	0	0	0	2	N/A	N/A
Nigeria**	N/A	N/A	0	0	N/A	0	0	0	0	2	N/A	N/A
Russia	1	0	0	0	N/A	0	0	0	0	2	N/A	N/A
South Korea	0	0	0	0	N/A	0	0	0	0	2	N/A	N/A
Taiwan	0	0	0	0	N/A	0	0	0	0	2	N/A	N/A
Vietnam	0	0	0	0	N/A	0	0	0	0	2	N/A	N/A

\*It is possible for a lead to be generated from a marketing event that also involves foreign office participation. This means that a single lead may show up in both categories.

\*\*New office in FY 2013.



DEPARTMENT OF BUSINESS AND ECONOMIC DEVELOPMENT  
DIVISION OF ECONOMIC DEVELOPMENT - OFFICE OF FINANCE

Reporting Period: August, 2012

MARYLAND	MONTHLY REPORTING PERIODS				% Change From Last Mo	FISCAL YEAR 2013 SUMMARY				
	May-12	Jun-12	Jul-12	Aug-12		Average	Minimum	Maximum	Total	Periods
GENERAL FINANCE PROGRAMS INFORMATION APPROVED										
MEDAAF										
# of Approved Transactions	1	12	1	2	100%	2	1	2	3	2
Value (\$)	\$1,625,000	\$6,846,250	\$250,000	\$40,000	-84%	145,000	40,000	250,000	290,000	2
Jobs (New & At Risk Jobs) Total	75	3,468	0	0	N/A	0	0	0	0	2
CAPEX	\$1,625,000	\$265,732,500	\$500,000	\$85,000	-83%	292,500	85,000	500,000	585,000	2
Sunny Day										
# of Approved Transactions	0	0	0	0	N/A	0	0	0	0	2
Value (\$)	\$0	\$0	\$0	\$0	N/A	0	0	0	0	2
Jobs (New & At Risk Jobs) Total	0	0	0	0	N/A	0	0	0	0	2
CAPEX	\$0	\$0	\$0	\$0	N/A	0	0	0	0	2
MEAF										
# of Approved Transactions	0	0	0	0	N/A	0	0	0	0	2
Value (\$)	\$0	\$0	\$0	\$0	N/A	0	0	0	0	2
Jobs (New & At Risk Jobs) Total	0	0	0	0	N/A	0	0	0	0	2
CAPEX	\$0	\$0	\$0	\$0	N/A	0	0	0	0	2
CDBG										
# of Approved Transactions	0	0	0	0	N/A	0	0	0	0	2
Value (\$)	\$0	\$0	\$0	\$0	N/A	0	0	0	0	2
Jobs (New & At Risk Jobs) Total	0	0	0	0	N/A	0	0	0	0	2
CAPEX	\$0	\$0	\$0	\$0	N/A	0	0	0	0	2
MIDFA										
# of Approved Transactions	4	0	0	2	N/A	1	0	2	2	2
Value (\$)	\$178,500	\$0	\$0	\$300,000	N/A	150,000	0	300,000	300,000	2
Jobs (New & At Risk Jobs) Total	23	0	0	16	N/A	8	0	16	16	2
CAPEX	\$927,000	\$0	\$0	\$615,000	N/A	307,500	0	615,000	615,000	2
MD Venture Capital (Challenge & Enterprise)										
# of Approved Transactions	1	2	1	1	0%	1	1	1	2	2
Value (\$)	\$150,000	\$999,086	\$250,000	\$400,000	60%	325,000	250,000	400,000	650,000	2
Jobs (New & At Risk Jobs) Total	19	54	28	30	7%	29	28	30	58	2
CAPEX	\$300,000	\$26,500,000	\$1,500,000	\$1,755,000	17%	1,627,500	1,500,000	1,755,000	3,255,000	2
MSBDFA EPIP										
# of Approved Transactions	0	2	0	0	N/A	0	0	0	0	2
Value (\$)	\$0	\$220,000	\$0	\$0	N/A	0	0	0	0	2
Jobs (New & At Risk Jobs) Total	0	11	0	0	N/A	0	0	0	0	2
CAPEX	\$0	\$1,175,000	\$0	\$0	N/A	0	0	0	0	2
MSBDFA Contract Finance										
# of Approved Transactions	0	1	0	0	N/A	0	0	0	0	2
Value (\$)	\$0	\$100,000	\$0	\$0	N/A	0	0	0	0	2
Jobs (New & At Risk Jobs) Total	0	7	0	0	N/A	0	0	0	0	2
CAPEX	\$0	\$0	\$0	\$0	N/A	0	0	0	0	2
MSBDFA Guarantee & Surety										
# of Approved Transactions	1	0	0	0	N/A	0	0	0	0	2
Value (\$)	\$48,000	\$0	\$0	\$0	N/A	0	0	0	0	2
Jobs (New & At Risk Jobs) Total	55	0	0	0	N/A	0	0	0	0	2
CAPEX	\$60,000	\$0	\$0	\$0	N/A	0	0	0	0	2
Military Reservist Loan Fund										
# of Approved Transactions	1	1	0	0	N/A	0	0	0	0	2
Value (\$)	\$50,000	\$50,000	\$0	\$0	N/A	0	0	0	0	2
Jobs (New & At Risk Jobs) Total	6	1	0	0	N/A	0	0	0	0	2
CAPEX	\$105,781	\$57,500	\$0	\$0	N/A	0	0	0	0	2



DEPARTMENT OF BUSINESS AND ECONOMIC DEVELOPMENT  
DIVISION OF ECONOMIC DEVELOPMENT - OFFICE OF FINANCE

Reporting Period: August, 2012

MARYLAND	MONTHLY REPORTING PERIODS				% Change From Last Mo	FISCAL YEAR 2013 SUMMARY				
	May-12	Jun-12	Jul-12	Aug-12		Average	Minimum	Maximum	Total	Periods
FINANCE ASSISTANCE APPROVED BY LOCAL JURISDICTION										
All Finance Assistance Approved (\$)	\$2,051,500	\$8,215,336	\$500,000	\$740,000	48%	620,000	500,000	740,000	1,240,000	2
Allegany	\$48,000	\$0	\$0	\$0	N/A	0	0	0	0	2
Anne Arundel	\$187,500	\$508,750	\$0	\$50,000	N/A	25,000	0	50,000	50,000	2
Baltimore City	\$0	\$587,500	\$0	\$0	N/A	0	0	0	0	2
Baltimore County	\$0	\$2,000,000	\$0	\$250,000	N/A	125,000	0	250,000	250,000	2
Calvert	\$50,000	\$0	\$0	\$0	N/A	0	0	0	0	2
Caroline	\$0	\$0	\$0	\$0	N/A	0	0	0	0	2
Carroll	\$0	\$749,086	\$250,000	\$0	-100%	125,000	0	250,000	250,000	2
Cecil	\$0	\$0	\$0	\$0	N/A	0	0	0	0	2
Charles	\$0	\$0	\$0	\$0	N/A	0	0	0	0	2
Dorchester	\$0	\$0	\$0	\$0	N/A	0	0	0	0	2
Frederick	\$0	\$500,000	\$0	\$0	N/A	0	0	0	0	2
Garrett	\$0	\$0	\$0	\$25,000	N/A	12,500	0	25,000	25,000	2
Harford	\$0	\$0	\$0	\$0	N/A	0	0	0	0	2
Howard	\$0	\$870,000	\$0	\$0	N/A	0	0	0	0	2
Kent	\$0	\$0	\$0	\$0	N/A	0	0	0	0	2
Montgomery	\$0	\$2,200,000	\$250,000	\$400,000	60%	325,000	250,000	400,000	650,000	2
Prince George's	\$0	\$800,000	\$0	\$0	N/A	0	0	0	0	2
Queen Anne's	\$0	\$0	\$0	\$0	N/A	0	0	0	0	2
Somerset	\$1,625,000	\$0	\$0	\$0	N/A	0	0	0	0	2
St. Mary's	\$0	\$0	\$0	\$0	N/A	0	0	0	0	2
Talbot	\$0	\$0	\$0	\$15,000	N/A	7,500	0	15,000	15,000	2
Washington	\$0	\$0	\$0	\$0	N/A	0	0	0	0	2
Wicomico	\$0	\$0	\$0	\$0	N/A	0	0	0	0	2
Worcester	\$141,000	\$0	\$0	\$0	N/A	0	0	0	0	2
Multiple Jurisdictions	\$0	\$0	\$0	\$0	N/A	0	0	0	0	2



DEPARTMENT OF BUSINESS AND ECONOMIC DEVELOPMENT  
DIVISION OF ECONOMIC DEVELOPMENT - OFFICE OF FINANCE

Reporting Period: August, 2012

MARYLAND	MONTHLY REPORTING PERIODS				% Change From Last Mo	FISCAL YEAR 2013 SUMMARY				
	May-12	Jun-12	Jul-12	Aug-12		Average	Minimum	Maximum	Total	Periods
GENERAL FINANCE RPOGRAMS INFORMATION SETTLED										
MEDAAF										
# of Settled Transactions	2	0	1	1	0%	1	1	1	2	2
Value (\$)	\$460,000	\$0	\$50,000	\$100,000	100%	75,000	50,000	100,000	150,000	2
Jobs (New & At Risk Jobs) Total	355	0	0	75	N/A	38	0	75	75	2
CAPEX	\$15,000,000	\$0	\$100,000	\$2,900,000	2800%	1,500,000	100,000	2,900,000	3,000,000	2
Sunny Day										
# of Settled Transactions	0	0	0	1	N/A	1	0	1	1	2
Value (\$)	\$0	\$0	\$0	\$2,000,000	N/A	1,000,000	0	2,000,000	2,000,000	2
Jobs (New & At Risk Jobs) Total	0	0	0	1,250	N/A	625	0	1,250	1,250	2
CAPEX	\$0	\$0	\$0	\$9,500,000	N/A	4,750,000	0	9,500,000	9,500,000	2
MEAF										
# of Settled Transactions	0	0	0	0	N/A	0	0	0	0	2
Value (\$)	\$0	\$0	\$0	\$0	N/A	0	0	0	0	2
Jobs (New & At Risk Jobs) Total	0	0	0	0	N/A	0	0	0	0	2
CAPEX	\$0	\$0	\$0	\$0	N/A	0	0	0	0	2
CDBG										
# of Settled Transactions	0	0	0	0	N/A	0	0	0	0	2
Value (\$)	\$0	\$0	\$0	\$0	N/A	0	0	0	0	2
Jobs (New & At Risk Jobs) Total	0	0	0	0	N/A	0	0	0	0	2
CAPEX	\$0	\$0	\$0	\$0	N/A	0	0	0	0	2
MIDFA										
# of Settled Transactions	0	2	0	0	N/A	0	0	0	0	2
Value (\$)	\$0	\$27,480,765	\$0	\$0	N/A	0	0	0	0	2
Jobs (New & At Risk Jobs) Total	0	431	0	0	N/A	0	0	0	0	2
CAPEX	\$0	\$32,580,765	\$0	\$0	N/A	0	0	0	0	2
MD Venture Capital (Challenge & Enterprise)										
# of Settled Transactions	1	1	1	2	100%	2	1	2	3	2
Value (\$)	\$200,000	\$150,000	\$150,000	\$650,000	333%	400,000	150,000	650,000	800,000	2
Jobs (New & At Risk Jobs) Total	15	49	12	59	392%	36	12	59	71	2
CAPEX	\$1,200,000	\$8,000,000	\$875,000	\$25,800,000	2849%	13,337,500	875,000	25,800,000	26,675,000	2
MSBDFA EPIP										
# of Settled Transactions	0	0	1	0	-100%	1	0	1	1	2
Value (\$)	\$0	\$0	\$140,000	\$0	-100%	70,000	0	140,000	140,000	2
Jobs (New & At Risk Jobs) Total	0	0	0	0	N/A	0	0	0	0	2
CAPEX	\$0	\$0	\$140,000	\$0	-100%	70,000	0	140,000	140,000	2
MSBDFA Contract Finance										
# of Settled Transactions	1	0	0	0	N/A	0	0	0	0	2
Value (\$)	\$60,000	\$0	\$0	\$0	N/A	0	0	0	0	2
Jobs (New & At Risk Jobs) Total	3	0	0	0	N/A	0	0	0	0	2
CAPEX	\$60,000	\$0	\$0	\$0	N/A	0	0	0	0	2
MSBDFA Guarantee & Surety										
# of Settled Transactions	0	0	0	0	N/A	0	0	0	0	2
Value (\$)	\$0	\$0	\$0	\$0	N/A	0	0	0	0	2
Jobs (New & At Risk Jobs) Total	0	0	0	0	N/A	0	0	0	0	2
CAPEX	\$0	\$0	\$0	\$0	N/A	0	0	0	0	2
Military Reservist Loan Fund										
# of Settled Transactions	0	0	1	0	-100%	1	0	1	1	2
Value (\$)	\$0	\$0	\$50,000	\$0	-100%	25,000	0	50,000	50,000	2
Jobs (New & At Risk Jobs) Total	0	0	2	0	-100%	1	0	2	2	2
CAPEX	\$0	\$0	\$50,000	\$0	-100%	25,000	0	50,000	50,000	2





DEPARTMENT OF BUSINESS AND ECONOMIC DEVELOPMENT  
DIVISION OF ECONOMIC DEVELOPMENT - OFFICE OF FINANCE

Reporting Period: August, 2012

MARYLAND	MONTHLY REPORTING PERIODS				% Change From Last Mo	FISCAL YEAR 2013 SUMMARY				
	May-12	Jun-12	Jul-12	Aug-12		Average	Minimum	Maximum	Total	Periods
FINANCE ASSISTANCE SETTLED BY LOCAL JURISDICTION										
All Finance Assistance Settled (\$)	\$720,000	\$27,630,765	\$390,000	\$2,750,000	605%	1,570,000	390,000	2,750,000	3,140,000	2
Allegany	\$0	\$0	\$0	\$0	N/A	0	0	0	0	2
Anne Arundel	\$0	\$0	\$50,000	\$150,000	200%	100,000	50,000	150,000	200,000	2
Baltimore City	\$200,000	\$25,980,765	\$150,000	\$0	-100%	75,000	0	150,000	150,000	2
Baltimore County	\$0	\$0	\$0	\$0	N/A	0	0	0	0	2
Calvert	\$0	\$0	\$0	\$0	N/A	0	0	0	0	2
Caroline	\$0	\$0	\$0	\$0	N/A	0	0	0	0	2
Carroll	\$400,000	\$0	\$0	\$0	N/A	0	0	0	0	2
Cecil	\$0	\$0	\$0	\$0	N/A	0	0	0	0	2
Charles	\$0	\$0	\$0	\$0	N/A	0	0	0	0	2
Dorchester	\$0	\$0	\$0	\$0	N/A	0	0	0	0	2
Frederick	\$0	\$0	\$0	\$2,500,000	N/A	1,250,000	0	2,500,000	2,500,000	2
Garrett	\$0	\$0	\$0	\$100,000	N/A	50,000	0	100,000	100,000	2
Harford	\$0	\$0	\$0	\$0	N/A	0	0	0	0	2
Howard	\$60,000	\$0	\$140,000	\$0	-100%	70,000	0	140,000	140,000	2
Kent	\$0	\$0	\$0	\$0	N/A	0	0	0	0	2
Montgomery	\$0	\$150,000	\$0	\$0	N/A	0	0	0	0	2
Prince George's	\$60,000	\$175,000	\$0	\$0	N/A	0	0	0	0	2
Queen Anne's	\$0	\$0	\$0	\$0	N/A	0	0	0	0	2
Somerset	\$0	\$0	\$0	\$0	N/A	0	0	0	0	2
St. Mary's	\$0	\$0	\$0	\$0	N/A	0	0	0	0	2
Talbot	\$0	\$0	\$0	\$0	N/A	0	0	0	0	2
Washington	\$0	\$1,325,000	\$50,000	\$0	-100%	25,000	0	50,000	50,000	2
Wicomico	\$0	\$0	\$0	\$0	N/A	0	0	0	0	2
Worcester	\$0	\$0	\$0	\$0	N/A	0	0	0	0	2
Multiple Jurisdictions	\$0	\$0	\$0	\$0	N/A	0	0	0	0	2



DEPARTMENT OF BUSINESS AND ECONOMIC DEVELOPMENT  
DIVISION OF TOURISM, FILM AND THE ARTS

Reporting Period: August, 2012

MARYLAND	MONTHLY REPORTING PERIODS				% Change From Last Mo	FISCAL YEAR 2013 SUMMARY				
	May-12	Jun-12	Jul-12	Aug-12		Average	Minimum	Maximum	Total	Periods
DIVISION-WIDE										
STAFF ACTIVITY										
Outreach Activities	39	N/A	N/A	N/A	N/A	N/A	0	0	0	0
Technical Assistance	16	N/A	N/A	N/A	N/A	N/A	0	0	0	0
PUBLICITY										
Travel Media Exposure (ad value \$)	\$ 1,750,240	\$ 8,562,826	\$ 9,797,303	\$ 1,070,664	-89%	5,433,984	1,070,664	9,797,303	10,867,967	2
Media Placements	329	390	211	245	16%	228	211	245	456	2
Placement Circulation	9,561,370	39,634,277	12,026,715	6,057,192	-50%	9,041,954	6,057,192	12,026,715	18,083,907	2

<b>OFFICE OF TOURISM DEVELOPMENT</b>										
<b>WEB STATS</b>										
Unique Web Users- OTD Web Site^	193,627	229,913	213,866	177,578	-17%	195,722	177,578	213,866	391,444	2
Consumer e-newsletter distribution	64,992	74,529	82,498	91,737	11%	87,118	82,498	91,737	174,235	2
Industry partner e-newsletter distribution	9,274	9,409	9,464	9,528	1%	9,496	9,464	9,528	18,992	2
Internet Requests	2,302	3,067	2,535	4,257	68%	3,396	2,535	4,257	6,792	2
Internet Clicks- OTD web site ads	223,930	125,130	58,626	55,404	-5%	57,015	55,404	58,626	114,030	2

^ This measure started being tracked with Google analytics in January, 2010. Historic data has been revised to reflect this change.

<b>ADVERTISING GENERATED INQUIRIES</b>										
Print Advertising Calls	557	412	423	501	18%	462	423	501	924	2
Consumer Labels	9,045	5,238	2,865	3,105	8%	2,985	2,865	3,105	5,970	2
TV and Radio Advertising Calls	724	641	603	753	25%	678	603	753	1,356	2
OTD 800 Number	164	177	148	190	28%	169	148	190	338	2
<b>VISITATION</b>										
Welcome Center Visitation	32,106	45,311	36,791	36,544	-1%	36,668	36,544	36,791	73,335	2
Lodging-Room Demand-Maryland*	3.5%	5.2%	4.2%	2.6%	-38%	3	3	4	N/A	2
Lodging-Room Demand-US*	4.0%	4.7%	1.0%	3.4%	240%	2	1	3	N/A	2
Lodging-Room Revenue-Maryland*	6.1%	10.0%	6.9%	7.4%	7%	7	7	7	N/A	2
Lodging-Room Revenue-US*	8.1%	7.1%	4.8%	7.8%	63%	6	5	8	N/A	2
Amtrak: Non-commuter arrivals	84,600	80,400	75,500	73,800	-2%	74,650	73,800	75,500	149,300	2
BWI Domestic Passenger Arrivals	1,049,692	1,049,692	1,069,239	1,034,628	-3%	1,051,934	1,034,628	1,069,239	2,103,867	2
International Arrivals	33,122	33,122	36,618	37,541	3%	37,080	36,618	37,541	74,159	2
Total Passengers to BWI	1,082,814	1,082,814	1,105,857	1,072,169	-3%	1,089,013	1,072,169	1,105,857	2,178,026	2

\* Percent change (year-over-year)





DEPARTMENT OF BUSINESS AND ECONOMIC DEVELOPMENT  
DIVISION OF TOURISM, FILM AND THE ARTS

Reporting Period: August, 2012

	MONTHLY REPORTING PERIODS				% Change	FISCAL YEAR 2013 SUMMARY				
	May-12	Jun-12	Jul-12	Aug-12	From Last Mo	Average	Minimum	Maximum	Total	Periods
<b>Tourism-related Sales Taxes Total Receipts</b>										
Restaurants, Lunchrooms, Deli (w/o BWL*)	\$ 28,637,315	\$ 29,759,462	\$ 27,625,629	N/A	N/A	27,625,629	27,625,629	27,625,629	<b>27,625,629</b>	1
Hotels, Motels Selling Food (w/ BWL*)	\$ 4,520,444	\$ 5,024,415	\$ 4,482,140	N/A	N/A	4,482,140	4,482,140	4,482,140	<b>4,482,140</b>	1
Restaurants and Nite Clubs (w/ BWL*)	\$ 21,978,066	\$ 23,159,821	\$ 22,143,332	N/A	N/A	22,143,332	22,143,332	22,143,332	<b>22,143,332</b>	1
General Merchandise	\$ 11,958,592	\$ 14,924,921	\$ 11,914,701	N/A	N/A	11,914,701	11,914,701	11,914,701	<b>11,914,701</b>	1
Automobile, Bus and Truck Rentals	\$ 5,297,526	\$ 6,014,368	\$ 6,089,611	N/A	N/A	6,089,611	6,089,611	6,089,611	<b>6,089,611</b>	1
Airlines-Commercial	\$ 28,958	\$ 26,402	\$ 27,957	N/A	N/A	27,957	27,957	27,957	<b>27,957</b>	1
Hotels, Motels, Apartments, Cottages	\$ 8,366,086	\$ 10,867,455	\$ 10,895,306	N/A	N/A	10,895,306	10,895,306	10,895,306	<b>10,895,306</b>	1
Recreation and Amusement Places	\$ 482,174	\$ 728,422	\$ 654,930	N/A	N/A	654,930	654,930	654,930	<b>654,930</b>	1

\*Beer, wine and liquor license

<b>Tourism Tax Increments</b>										
Restaurants, Lunchrooms, Deli (w/o BWL*)	9,919,820	9,913,154	9,208,543	N/A	N/A	9,208,543	9,208,543	9,208,543	<b>9,208,543</b>	1
Hotels, Motels Selling Food (w/ BWL*)	5,024,415	5,024,415	4,482,140	N/A	N/A	4,482,140	4,482,140	4,482,140	<b>4,482,140</b>	1
Restaurants and Nite Clubs (w/ BWL*)	7,719,940	7,719,940	7,381,111	N/A	N/A	7,381,111	7,381,111	7,381,111	<b>7,381,111</b>	1
General Merchandise	746,246	746,246	595,735	N/A	N/A	595,735	595,735	595,735	<b>595,735</b>	1
Automobile, Bus and Truck Rentals	54,129,312	5,412,931	5,480,650	N/A	N/A	5,480,650	5,480,650	5,480,650	<b>5,480,650</b>	1
Airlines-Commercial	12,701	13,201	13,979	N/A	N/A	13,979	13,979	13,979	<b>13,979</b>	1
Hotels, Motels, Apartments, Cottages	10,867,455	10,867,455	10,895,306	N/A	N/A	10,895,306	10,895,306	10,895,306	<b>10,895,306</b>	1
Recreation and Amusement Places	364,211	364,211	327,465	N/A	N/A	327,465	327,465	327,465	<b>327,465</b>	1

\*Beer, wine and liquor license



DEPARTMENT OF BUSINESS AND ECONOMIC DEVELOPMENT  
DIVISION OF TOURISM, FILM AND THE ARTS

Reporting Period: August, 2012

	MONTHLY REPORTING PERIODS				% Change	FISCAL YEAR 2013 SUMMARY				
	May-12	Jun-12	Jul-12	Aug-12	From Last Mo	Average	Minimum	Maximum	Total	Periods
<b>Total Jobs (not seasonally adjusted, last two months preliminary)</b>										
<b>Arts, entertainment, and recreation</b>										
Maryland	35,400	40,500	41,300	40,300	-2%	40,800	40,300	41,300	N/A	2
United States	1,983,700	2,161,500	2,216,500	2,191,400	-1%	2,203,950	2,191,400	2,216,500	N/A	2
<b>Accommodation</b>										
Maryland	24,300	26,500	27,200	27,200	0%	27,200	27,200	27,200	N/A	2
United States	1,814,600	1,913,500	1,969,100	1,954,600	-1%	1,961,850	1,954,600	1,969,100	N/A	2
<b>Food Services and Drinking Places</b>										
Maryland	182,000	185,200	186,300	185,400	0%	185,850	185,400	186,300	N/A	2
United States	10,025,700	10,123,200	10,095,400	10,150,500	1%	10,122,950	10,095,400	10,150,500	N/A	2



DEPARTMENT OF BUSINESS AND ECONOMIC DEVELOPMENT  
DIVISION OF TOURISM, FILM AND THE ARTS

Reporting Period: August, 2012

MARYLAND	MONTHLY REPORTING PERIODS				% Change From Last Mo	FISCAL YEAR 2013 SUMMARY				
	May-12	Jun-12	Jul-12	Aug-12		Average	Minimum	Maximum	Total	Periods
MARYLAND FILM OFFICE										
Unique Web Users- MFO Web Site	6,519	6,021	6,285	6,447	3%	6,366	6,285	6,447	12,732	2
PRODUCTION ACTIVITY										
Feature Films										
Number of Productions	2	2	2	3	50%	3	2	3	N/A (Note)	2
Estimated Direct Expenditures (\$)	\$0	\$0	\$0	\$0	N/A	0	0	0	0	2
Film Days (Film)	0	0	0	0	N/A	0	0	0	0	2
Television										
Number of Productions (Television)	2	2	2	2	0%	2	2	2	N/A (Note)	2
Estimated Direct Expenditures (\$)	\$0	\$0	\$0	\$0	N/A	0	0	0	0	2
Film Days (Television)	0	0	0	0	N/A	0	0	0	0	2
Other										
Number of Productions (Other)	4	3	4	4	0%	4	4	4	8	2
Estimated Direct Expenditures (\$)	\$715,000	\$770,000	\$8,519,713	\$508,270	-94%	4,513,992	508,270	8,519,713	9,027,983	2

Note: MFO enters data for a film after final reports have been submitted by production companies, not on a month-by-month basis while in production, to avoid misrepresenting associated production days and expenditures.

<b>MARYLAND STATE ARTS COUNCIL</b>										
Unique Web Users- MSAC Web Site	12,093	8,963	9,873	7,927	-20%	8,900	7,927	9,873	108,019	2

	FY06	FY07	FY08	FY09	FY10	FY11	FY12	FY13
<b>GRANTS to Organizations</b>								
Number	313	323	354	330	327	240	244	258
Total Value (\$)	\$7,401,406	\$9,945,616	\$10,637,893	\$9,713,937	\$9,421,443	\$8,895,879	\$8,917,904	\$8,798,692
<b>GRANTS - Community Arts Development</b>								
Number	29	28	28	31	24	24	24	24
Total Value (\$)	\$1,888,831	\$2,344,857	\$2,439,843	\$2,392,098	\$2,138,133	\$2,138,137	\$2,138,134	\$2,128,533
<b>GRANTS to Individuals</b>								
Number	N/A	N/A	N/A	106	97	93	100	
Total Value (\$)	N/A	N/A	N/A	\$251,000	\$247,000	\$246,000	\$252,000	



DEPARTMENT OF BUSINESS AND ECONOMIC DEVELOPMENT  
DIVISION OF MARKETING AND COMMUNICATIONS

Reporting Period: August, 2012

	MONTHLY REPORTING PERIODS				% Change From Last Mo	FISCAL YEAR 2013 SUMMARY				
	May-12	Jun-12	Jul-12	Aug-12		Average	Minimum	Maximum	Total	Periods
PUBLIC RELATIONS										
\$ value of media coverage in-state - Proactive	82,766	162,146	48,020	100,778	110%	74,399	48,020	100,778	148,798	2
\$ value of media coverage national/trade	29,160	94,687	59,633	85,529	43%	72,581	59,633	85,529	145,162	2
Publications w/DBED mentioned - Positive	67	72	56	117	109%	87	56	117	173	2
Media assists (Inclusion) DBED - Reactive	11	14	11	22	100%	17	11	22	33	2
Proactive stories generated	52	152	41	122	198%	82	41	122	163	2
Press releases sent	3	7	8	4	-50%	6	4	8	12	2
INTERACTIVE										
WEB SITES										
Choose Maryland										
-Visitors	101,000	98,316	99,728	91,528	-8%	95,628	91,528	99,728	191,256	2
-Unique Visitors	43,800	58,800	34,293	34,236	0%	34,265	34,236	34,293	68,529	2
Cyber Maryland										
-Visitors	776	754	478	814	70%	646	478	814	1,292	2
-Unique Visitors	706	673	387	552	43%	470	387	552	939	2
Maryland Made Easy										
-Visitors	1,106	1,132	1,373	1,248	-9%	1,311	1,248	1,373	2,621	2
-Unique Visitors	1,022	1,026	1,247	1,124	-10%	1,186	1,124	1,247	2,371	2
NEWSLETTER SUBSCRIBERS^										
Bio	3,898	3,932	4,298	4,317	0%	4,308	4,298	4,317	4,317	2
Business	16,451	16,415	16,252	16,210	0%	16,231	16,210	16,252	16,210	2
Cyber	2,831	2,875	2,869	2,884	1%	2,877	2,869	2,884	2,884	2
Economic	12,232	12,237	12,113	12,088	0%	12,101	12,088	12,113	12,088	2
Global	6,216	6,271	6,239	6,221	0%	6,230	6,221	6,239	6,221	2
Total subscribers	41,628	41,730	41,771	41,720	0%	41,746	41,720	41,771	41,720	2
Unique subscribers	27,719	27,713	27,904	27,829	0%	27,867	27,829	27,904	27,829	2
SOCIAL MEDIA (MDBiz)^										
Twitter Followers	72	70	225	146	-35%	186	146	225	146	2
LinkedIn Members	20	50	55	23	-58%	39	23	55	23	2
Facebook Fans	5	25	45	34	-24%	40	34	45	34	2
NEWS BLOGS & CREATED CONTENT										
MDBizMedia Posts	18	15	13	17	31%	15	13	17	30	2
MDBizMedia Hits	5,207	4,843	6,065	4,852	-20%	5,459	4,852	6,065	10,917	2
Videos created	10	15	4	5	25%	5	4	5	9	2
YouTube Channel Views	45,026	1,731	1,340	2,317	73%	1,829	1,340	2,317	3,657	2

^NOTE: The figure in the "Total" column for Newsletter Subscribers and Social Media is the total as of the current reporting month, not a cumulative total for the year.



DEPARTMENT OF BUSINESS AND ECONOMIC DEVELOPMENT  
DIVISION OF MARKETING AND COMMUNICATIONS

Reporting Period: August, 2012

	MONTHLY REPORTING PERIODS				% Change	FISCAL YEAR 2013 SUMMARY				
	May-12	Jun-12	Jul-12	Aug-12	From Last Mo	Average	Minimum	Maximum	Total	Periods
<b>OUTREACH</b>										
<b>EVENTS &amp; SPEAKING ENGAGEMENTS</b>										
Events	7	21	8	8	0%	8	8	8	16	2
Attendees	1,095	1,779	414	235	-43%	325	235	414	649	2
<b>TRADE SHOWS/EXHIBITIONS</b>										
Events	4	4	0	2	N/A	1	0	2	2	2
Attendees	1,894	16,375	0	2,500	N/A	1,250	0	2,500	2,500	2
<b>PAID ADVERTISING &amp; CREATIVE SERVICES</b>										
<b>PAID ADVERTISING</b>										
Number of placements	19	14	7	4	-43%	6	4	7	11	2
Number of impressions	4,532,564	3,243,460	2,111,000	1,906,300	-10%	2,008,650	1,906,300	2,111,000	4,017,300	2
\$ cost	88,949	111,739	77,908	75,270	-3%	76,589	75,270	77,908	153,178	2
\$ value	152,154	146,637	94,681	80,450	-15%	87,566	80,450	94,681	175,131	2
<b>CREATIVE SERVICES/GRAPHICS</b>										
Number of business information projects	24	28	25	22	-12%	24	22	25	47	2
\$ value of creative projects	43,250	68,000	48,950	32,600	-33%	40,775	32,600	48,950	81,550	2
<b>RESEARCH / INFORMATION RESOURCES</b>										
Internal Research Requests	14	17	10	9	-10%	10	9	10	19	2
External Communications Requests	16	15	18	14	-22%	16	14	18	32	2
Economic Impact Analyses*	2	2	1	0	-100%	1	0	1	1	2
Partnerships*	2	10	3	3	0%	3	3	3	6	2

\*EIA are projects we do; partnerships are interactions w/partners not providing a product.

NOTE: As of July 2012, Elected Official Contacts are no longer being handled by the Division of Marketing and Communications.



DEPARTMENT OF BUSINESS AND ECONOMIC DEVELOPMENT  
MARYLAND BIOTECHNOLOGY CENTER

Reporting Period: August, 2012

	MONTHLY REPORTING PERIODS				% Change	FISCAL YEAR 2013 SUMMARY				
	May-12	Jun-12	Jul-12	Aug-12	From Last Mo	Average	Minimum	Maximum	Total	Periods
BIOTECHNOLOGY DEVELOPMENT PROGRAMS										
BIOTECHNOLOGY COMMERCIALIZATION AWARDS										
Applicants	0	0	0	0	N/A	0	0	0	0	2
Awards Approved	1	0	0	0	N/A	0	0	0	0	2
Dollar Value	\$ 200,000	\$ -	\$ -	\$ -	N/A	\$ -	\$ -	\$ -	\$ -	2
Private/Public Dollars Leveraged	\$ -	\$ 500,000	\$ -	\$ -	N/A	\$ -	\$ -	\$ -	\$ -	2
BIOTECHNOLOGY TRANSLATIONAL RESEARCH AWARDS										
Applicants	0	0	0	0	N/A	0	0	0	0	2
Awards Approved	0	1	0	0	N/A	0	0	0	0	2
Dollar Value	\$ -	\$ 198,225	\$ -	\$ -	N/A	\$ -	\$ -	\$ -	\$ -	2
Private/Public Dollars Leveraged	\$ -	\$ 477,674	\$ -	\$ -	N/A	\$ -	\$ -	\$ -	\$ -	2
BIOTECHNOLOGY TAX CREDIT*										
Applicants	0	0	0	12	N/A	6	0	12	12	2
Companies Benefitting	0	0	136	14	-90%	75	14	136	150	2
Investors Receiving	0	0	0	126	N/A	63	0	126	126	2
Dollar Value	\$ -	\$ -	\$ -	\$ 7,795,963	N/A	\$ 3,897,982	\$ -	\$ 7,795,963	\$ 7,795,963	2
Leveraged Investment	\$ -	\$ -	\$ -	\$ 15,591,925	N/A	\$ 7,795,963	\$ -	\$ 15,591,925	\$ 15,591,925	2
SERVICES PROVIDED										
TECHNICAL ASSISTANCE PROVIDED**										
Number of Companies	21	25	35	30	-14%	33	30	35	65	2
DATABASE USE										
Number of Companies	8	17	8	4	-50%	6	4	8	12	2
Number of Individuals	16	25	9	7	-22%	8	7	9	16	2
COMPANIES IN THE MBC BIODIRECTORY										
Venture Valuation Database	672	673	671	670	0%	671	670	671	1,341	2
Contacts - Card Exchange	192	173	58	40	-31%	49	40	58	98	2
OUTREACH***										
EVENTS LEAD BY MBC										
Events	0	9	0	2	N/A	1	0	2	2	2
Attendees	0	695	0	60	N/A	30	0	60	60	2
EVENTS SPONSORED BY MBC										
Events	0	2	0	0	N/A	0	0	0	0	2
Attendees	0	135	0	0	N/A	0	0	0	0	2
SPEAKING ENGAGEMENTS										
Events	0	9	0	0	N/A	0	0	0	0	2
Attendees	0	385	0	0	N/A	0	0	0	0	2
TRADE SHOWS										
Events	0	2	0	0	N/A	0	0	0	0	2
Attendees	0	0	0	0	N/A	0	0	0	0	2

\*The Biotech Tax Credit data is manually tallied.

\*\*Technical Assistance may occur at the Baltimore or Rockville Bio Center locations, or at a company's offices, and includes help with business plans and information on financing, grants, and training programs.

\*\*\*Attendees may overlap (e.g., the same person may be counted for an Event Lead by MBC and an Event Sponsored by MBC).





DEPARTMENT OF BUSINESS AND ECONOMIC DEVELOPMENT  
MARYLAND BIOTECHNOLOGY CENTER

Reporting Period: August, 2012

	MONTHLY REPORTING PERIODS				% Change	FISCAL YEAR 2013 SUMMARY				
	May-12	Jun-12	Jul-12	Aug-12	From Last Mo	Average	Minimum	Maximum	Total	Periods
<b>WEBSITE ANALYTICS</b>										
Visits	10,866	7,095	8,031	8,179	2%	8,105	8,031	8,179	<b>16,210</b>	2
Unique Visitors	8,365	7,386	5,609	5,861	4%	5,735	5,609	5,861	<b>11,470</b>	2
Page Views	19,162	16,604	14,359	14,818	3%	14,589	14,359	14,818	<b>29,177</b>	2
Pages Per Visit	1.76	1.67	1.79	1.81	1%	2	2	2	<b>4</b>	2
Average Time on Site (minutes)	0:02:00	0:02:15	0:02:29	0:02:22	-5%	0:02:25	0:02:22	0:02:29	<b>0:04:51</b>	2
<b>SOCIAL MEDIA</b>										
LinkedIn Members	21	33	65	137	111%	101	65	137	<b>202</b>	2
BioPulse Newsletter Subscribers	3,898	3,932	4,298	4,317	0%	4,308	4,298	4,317	<b>8,615</b>	2





DEPARTMENT OF BUSINESS AND ECONOMIC DEVELOPMENT  
MARYLAND AND US ECONOMIC INDICATORS

Reporting Period: August, 2012

	MONTHLY REPORTING PERIODS				% Change From Last Mo	FISCAL YEAR 2013 SUMMARY				
	May-12	Jun-12	Jul-12	Aug-12		Average	Minimum	Maximum	Total	Periods
LEADING MARKET INDICATORS										
LABOR FORCE (thousands)										
Maryland	3,087	3,081	3,078	3,072	0%	3,075	3,072	3,078	N/A	2
United States	155,007	155,163	155,013	154,645	0%	154,829	154,645	155,013	N/A	2
EMPLOYMENT (thousands)										
Maryland	2,879	2,870	2,863	2,854	0%	2,859	2,854	2,863	N/A	2
United States	142,287	142,415	142,220	142,101	0%	142,161	142,101	142,220	N/A	2
UNEMPLOYMENT RATE (%)										
Maryland	6.7%	6.9%	7.0%	7.1%	1%	7	7	7	N/A	2
United States	8.2%	8.2%	8.3%	8.1%	-2%	8	8	8	N/A	2
INITIAL CLAIMS FOR UNEMPLOYMENT (thousands)										
Maryland	30,067	27,289	28,020	27,941	0%	27,981	27,941	28,020	N/A	2
United States	1,763,486	1,568,151	1,684,445	1,570,261	-7%	1,627,353	1,570,261	1,684,445	N/A	2
BUSINESS AND CONSUMER MARKETS										
BWI TRAFFIC										
BWI Cargo (Metric Tons)	9,725	9,457	9,045	N/A	N/A	9,045	9,045	9,045	9,045	1
BWI Commercial Passengers (Millions)	2,058,726	2,189,148	2,222,339	N/A	N/A	2,222,339	2,222,339	2,222,339	2,222,339	1
ELECTRICITY (# units)										
Electric Meters Installed, Commercial Maryland	N/A	N/A	N/A	N/A	N/A	N/A	0	0	0	0
Electric Meters Installed, Residential Maryland	N/A	N/A	N/A	N/A	N/A	N/A	0	0	0	0
Electricity Sales, Commercial (Millions of MWh) Maryland	N/A	N/A	N/A	N/A	N/A	N/A	0	0	0	0
Electricity Sales, Residential (Millions of MWh) Maryland	N/A	N/A	N/A	N/A	N/A	N/A	0	0	0	0
HOME SALES (# units)										
Maryland	5,328	5,579	5,122	5,230	2%	5,176	5,122	5,230	10,352	2
United States	448	463	430	477	11%	454	430	477	907	2
RESIDENTIAL BUILDING PERMITS (# units)										
Maryland	1,147	1,249	1,202	1,296	8%	1,249	1,202	1,296	2,498	2
United States	75,407	73,834	72,056	77,745	8%	74,901	72,056	77,745	149,801	2
AUTOMOBILE SALES (# units)										
Maryland	29,390	29,662	26,593	28,765	8%	27,679	26,593	28,765	55,358	2
United States (in Thousands)	1,189	1,223	1,201	1,235	3%	1,218	1,201	1,235	2,436	2



DEPARTMENT OF BUSINESS AND ECONOMIC DEVELOPMENT  
MARYLAND AND US ECONOMIC INDICATORS

Reporting Period: August, 2012

	MONTHLY REPORTING PERIODS				% Change From Last Mo	FISCAL YEAR 2013 SUMMARY				
	May-12	Jun-12	Jul-12	Aug-12		Average	Minimum	Maximum	Total	Periods
JOBS BY INDUSTRY SECTOR (in thousands)										
TOTAL NON-AGRICULTURAL EMPLOYMENT										
Maryland	2,578	2,570	2,569	2,570	0%	2,570	2,569	2,570	N/A	2
United States	133,018	133,082	133,204	133,300	0%	133,252	133,204	133,300	N/A	2
CONSTRUCTION NATURAL RESOURCES & MINING										
Maryland	147	146	146	146	0%	146	146	146	N/A	2
United States	6,352	6,355	6,354	6,353	0%	6,354	6,353	6,354	N/A	2
MANUFACTURING										
Maryland	112	111	111	111	0%	111	111	111	N/A	2
United States	11,955	11,965	11,985	11,970	0%	11,978	11,970	11,985	N/A	2
TRADE, TRANSPORTATION AND UTILITIES										
Maryland	445	442	442	441	0%	442	441	442	N/A	2
United States	25,314	25,320	25,321	25,350	0%	25,336	25,321	25,350	N/A	2
INFORMATION										
Maryland	43	43	43	42	-2%	43	42	43	N/A	2
United States	2,636	2,635	2,637	2,640	0%	2,639	2,637	2,640	N/A	2
FINANCIAL ACTIVITIES										
Maryland	142	143	140	139	-1%	140	139	140	N/A	2
United States	7,734	7,737	7,735	7,742	0%	7,739	7,735	7,742	N/A	2
PROFESSIONAL AND BUSINESS SERVICES										
Maryland	406	407	410	411	0%	411	410	411	N/A	2
United States	17,842	17,886	17,930	17,958	0%	17,944	17,930	17,958	N/A	2
EDUCATION AND HEALTH SERVICES										
Maryland	425	418	420	417	-1%	419	417	420	N/A	2
United States	20,291	20,285	20,332	20,354	0%	20,343	20,332	20,354	N/A	2
LEISURE AND HOSPITALITY										
Maryland	235	232	233	234	0%	234	233	234	N/A	2
United States	13,583	13,593	13,625	13,659	0%	13,642	13,625	13,659	N/A	2
OTHER SERVICES										
Maryland	116	116	118	118	0%	118	118	118	N/A	2
United States	5,365	5,369	5,378	5,374	0%	5,376	5,374	5,378	N/A	2
GOVERNMENT										
Maryland	508	510	508	512	1%	510	508	512	N/A	2
United States	21,946	21,937	21,907	21,900	0%	21,904	21,900	21,907	N/A	2
AVERAGE WEEKLY HOURS- MANUFACTURING										
Maryland	42.0	42.0	41.5	41.4	0%	41.5	41.4	41.5	N/A	2
United States	41.6	41.8	41.3	41.5	0%	41.4	41.3	41.5	N/A	2
AVERAGE WEEKLY EARNINGS- MANUFACTURING (\$)										
Maryland	706.4	703.1	679.0	679.8	0%	679.4	679.0	679.8	N/A	2
United States	792.5	798.4	790.1	792.2	0%	791.2	790.1	792.2	N/A	2



DEPARTMENT OF BUSINESS AND ECONOMIC DEVELOPMENT  
NEW AND EXPANDING BUSINESSES BASED ON SURVEYS AND PUBLIC ANNOUNCEMENTS

Reporting Period: August, 2012

	MONTHLY REPORTING PERIODS				% Change	FISCAL YEAR 2013 SUMMARY				
	May-12	Jun-12	Jul-12	Aug-12	From Last Mo	Average	Minimum	Maximum	Total	Periods
NEW AND EXPANDING BUSINESSES										
Location Announcements-TOTAL	22	45	18	23	28%	21	18	23	41	2
New Locations	2	6	3	3	0%	3	3	3	6	2
Expansions	20	39	15	20	33%	18	15	20	35	2
Total Capital Investment (Millions)	41	101	0	86	N/A	43	0	86	86	2
Total New Jobs	80	558	162	423	161%	293	162	423	585	2
NEW JOBS BY COUNTY										
Allegany	0	0	0	135	N/A	68	0	135	135	2
Anne Arundel	0	0	0	185	N/A	93	0	185	185	2
Baltimore City	0	97	12	12	0%	12	12	12	24	2
Baltimore County	0	63	14	41	193%	28	14	41	55	2
Calvert	0	0	0	0	N/A	0	0	0	0	2
Caroline	0	0	0	0	N/A	0	0	0	0	2
Carroll	0	0	0	0	N/A	0	0	0	0	2
Cecil	30	0	0	0	N/A	0	0	0	0	2
Charles	0	2	0	0	N/A	0	0	0	0	2
Dorchester	0	0	0	0	N/A	0	0	0	0	2
Frederick	0	0	5	0	-100%	3	0	5	5	2
Garrett	0	0	0	0	N/A	0	0	0	0	2
Harford	0	38	0	0	N/A	0	0	0	0	2
Howard	10	263	12	0	-100%	6	0	12	12	2
Kent	0	0	0	0	N/A	0	0	0	0	2
Montgomery	0	33	13	0	-100%	7	0	13	13	2
Prince George's	0	12	88	0	-100%	44	0	88	88	2
Queen Anne's	0	0	0	0	N/A	0	0	0	0	2
Somerset	0	0	0	0	N/A	0	0	0	0	2
St. Mary's	0	0	0	0	N/A	0	0	0	0	2
Talbot	0	0	0	0	N/A	0	0	0	0	2
Washington	40	0	18	50	178%	34	18	50	68	2
Wicomico	0	0	0	0	N/A	0	0	0	0	2
Worcester	0	50	0	0	N/A	0	0	0	0	2



DEPARTMENT OF BUSINESS AND ECONOMIC DEVELOPMENT  
NEW AND EXPANDING BUSINESSES BASED ON SURVEYS AND PUBLIC ANNOUNCEMENTS

Reporting Period: August, 2012

	MONTHLY REPORTING PERIODS				% Change From Last Mo	FISCAL YEAR 2013 SUMMARY				
	May-12	Jun-12	Jul-12	Aug-12		Average	Minimum	Maximum	Total	Periods
NEW JOBS BY INDUSTRY										
Agriculture	0	0	0	0	N/A	0	0	0	0	2
Mining	0	0	0	0	N/A	0	0	0	0	2
Utilities	0	0	0	0	N/A	0	0	0	0	2
Construction	0	0	88	125	42%	107	88	125	213	2
Manufacturing	40	68	23	80	248%	52	23	80	103	2
Wholesale trade	0	0	0	0	N/A	0	0	0	0	2
Retail trade	0	0	0	14	N/A	7	0	14	14	2
Transportation and warehousing	30	0	0	0	N/A	0	0	0	0	2
Information	0	25	0	0	N/A	0	0	0	0	2
Finance and insurance	0	20	0	0	N/A	0	0	0	0	2
Real estate	0	0	0	0	N/A	0	0	0	0	2
Professional services	10	78	49	9	-82%	29	9	49	58	2
Management of companies	0	0	0	0	N/A	0	0	0	0	2
Administrative services	0	0	0	135	N/A	68	0	135	135	2
Educational services	0	0	0	0	N/A	0	0	0	0	2
Health care	0	367	0	60	N/A	30	0	60	60	2
Arts, entertainment and recreation	0	0	0	0	N/A	0	0	0	0	2
Accommodation and food services	0	0	0	0	N/A	0	0	0	0	2
Other services	0	0	2	0	-100%	1	0	2	2	2
Federal government	0	0	0	0	N/A	0	0	0	0	2



DEPARTMENT OF BUSINESS AND ECONOMIC DEVELOPMENT  
DOWNSIZINGS AND CLOSINGS BASED ON SURVEYS AND PUBLIC ANNOUNCEMENTS

Reporting Period: August, 2012

	MONTHLY REPORTING PERIODS				% Change	FISCAL YEAR 2013 SUMMARY				
	May-12	Jun-12	Jul-12	Aug-12	From Last Mo	Average	Minimum	Maximum	Total	Periods
CLOSING AND DOWNSIZING BUSINESSES										
Layoff Announcements-TOTAL	8	3	2	5	150%	4	2	5	7	2
Closings	6	2	0	3	N/A	2	0	3	3	2
Downsizings	2	1	2	2	0%	2	2	2	4	2
IMPACTED JOBS										
Total Impacted Jobs	2,990	211	93	350	276%	222	93	350	443	2
BY COUNTY										
Allegany	0	0	0	0	N/A	0	0	0	0	2
Anne Arundel	40	0	0	62	N/A	31	0	62	62	2
Baltimore City	450	0	0	71	N/A	36	0	71	71	2
Baltimore County	2,085	0	93	0	-100%	47	0	93	93	2
Calvert	0	0	0	0	N/A	0	0	0	0	2
Caroline	0	0	0	0	N/A	0	0	0	0	2
Carroll	0	0	0	0	N/A	0	0	0	0	2
Cecil	0	0	0	0	N/A	0	0	0	0	2
Charles	158	0	0	0	N/A	0	0	0	0	2
Dorchester	0	0	0	0	N/A	0	0	0	0	2
Frederick	0	0	0	0	N/A	0	0	0	0	2
Garrett	0	0	0	0	N/A	0	0	0	0	2
Harford	223	0	0	0	N/A	0	0	0	0	2
Howard	0	0	0	0	N/A	0	0	0	0	2
Kent	0	0	0	0	N/A	0	0	0	0	2
Montgomery	0	179	0	145	N/A	73	0	145	145	2
Prince George's	34	0	0	72	N/A	36	0	72	72	2
Queen Anne's	0	0	0	0	N/A	0	0	0	0	2
Somerset	0	0	0	0	N/A	0	0	0	0	2
St. Mary's	0	0	0	0	N/A	0	0	0	0	2
Talbot	0	0	0	0	N/A	0	0	0	0	2
Washington	0	32	0	0	N/A	0	0	0	0	2
Wicomico	0	0	0	0	N/A	0	0	0	0	2
Worcester	0	0	0	0	N/A	0	0	0	0	2
Multi-jurisdictional	0	0	0	0	N/A	0	0	0	0	2



DEPARTMENT OF BUSINESS AND ECONOMIC DEVELOPMENT  
DOWNSIZINGS AND CLOSINGS BASED ON SURVEYS AND PUBLIC ANNOUNCEMENTS

Reporting Period: August, 2012

	MONTHLY REPORTING PERIODS				% Change From Last Mo	FISCAL YEAR 2013 SUMMARY				
	May-12	Jun-12	Jul-12	Aug-12		Average	Minimum	Maximum	Total	Periods
<b>BY INDUSTRY</b>										
Agriculture	0	0	0	0	N/A	0	0	0	0	2
Mining	0	0	0	0	N/A	0	0	0	0	2
Utilities	0	0	0	0	N/A	0	0	0	0	2
Construction	0	0	0	0	N/A	0	0	0	0	2
Manufacturing	2,167	32	38	114	200%	76	38	114	152	2
Wholesale trade	100	0	0	0	N/A	0	0	0	0	2
Retail trade	223	0	0	72	N/A	36	0	72	72	2
Transportation and warehousing	0	0	0	0	N/A	0	0	0	0	2
Information	110	0	0	0	N/A	0	0	0	0	2
Finance and insurance	40	80	55	0	-100%	28	0	55	55	2
Real estate	0	0	0	0	N/A	0	0	0	0	2
Professional services	0	0	0	0	N/A	0	0	0	0	2
Management of companies	0	0	0	0	N/A	0	0	0	0	2
Administrative services	0	99	0	93	N/A	47	0	93	93	2
Educational services	0	0	0	0	N/A	0	0	0	0	2
Health care	350	0	0	71	N/A	36	0	71	71	2
Arts, entertainment and recreation	0	0	0	0	N/A	0	0	0	0	2
Accommodation and food services	0	0	0	0	N/A	0	0	0	0	2
Other services	0	0	0	0	N/A	0	0	0	0	2
Federal government	0	0	0	0	N/A	0	0	0	0	2





DEPARTMENT OF BUSINESS AND ECONOMIC DEVELOPMENT  
AGENCY WIDE OVERVIEW

Reporting Period: August, 2012

	MONTHLY REPORTING PERIODS				% Change	FISCAL YEAR 2013 SUMMARY				
	May-12	Jun-12	Jul-12	Aug-12	From Last Mo	Average	Minimum	Maximum	Total	Periods
<b>BUSINESSES ASSISTED</b>										
Businesses Assisted (ED, DIIT, DMBD,TFA)*	N/A	N/A	N/A	N/A	N/A	N/A	0	0	0	0
Facility Location Decisions (ED, DIIT, DMBD)	N/A	N/A	N/A	N/A	N/A	N/A	0	0	0	0
Issues Resolved (ED)	N/A	N/A	N/A	N/A	N/A	N/A	0	0	0	0
Settled Loans and Grants (ED)	N/A	N/A	N/A	N/A	N/A	N/A	0	0	0	0
Other	0	0	0	0	N/A	0	0	0	0	4

Notes:

\*Businesses Assisted is a count of unique private sector businesses that received facility location assistance, issue resolution, financing, training and/or tax credits.

\*Businesses Assisted for August, 2008 includes 268 Maryland State Arts Council grants. These grants are issued in the beginning of each fiscal year.